**ABSTRACT** 

The invention concerns a composition for a softening lotion which is liquid at a temperature of at least 5°C and which is meant to be used in treating an absorbent paper product. In the invention, this composition comprises: (a) from 1 to 10% by wt. of a component essentially containing a quaternary ammonium compound; (b) from 5 to 99% by wt. of an aqueous emollient component which contains, as active substances: (i) one or more saturated linear fatty alcohols having at least 16 carbon atoms, (ii) one or more waxy esters having a total of at least 24 carbon atoms and, where called for, (iii) one or more nonionic and/or amphoteric emulsifiers; and (c) a balance to 100% by wt. of the required amount of a solvent of the type polyol, mineral oil or their mixtures. The invention relates to the manufacture of absorbent paper products.